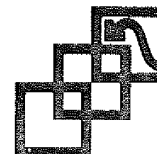


# EXHIBIT 5



CENTER FOR LEADERSHIP STUDIES

P.O. Box 1586 • 230 West Third, Escondido, CA 92025 • (714) 741-6595



May 20, 1981

Dr. Kenneth Blanchard  
Blanchard Training & Development, Inc.  
2048 Aldergrove Avenue  
Suite B  
Escondido, CA 92025

Dear Ken:

The enclosed check applies to the \$30,000.00 the Center owes you for purchase of partnership.

At this time we are paying \$10,000.00 less the amount owed to the Center for materials purchased by you (\$5,203.21 - see enclosed billing). This leaves you with a zero balance as of May 20, 1981.

We have also deducted from this \$10,000.00 the medical/life insurance payment of \$291.50 for the month of May, less car lease payment of \$279.53 for May and less renewal on 1981-82 license for \$131.00

\$10,000.00 less
5,203.21
291.50
279.53
131.00
<hr/> 4,094.76

Check for \$4,094.76 enclosed.

Sincerely,

Mary DeLuca  
Office Manager  
Center for Leadership Studies

Enclosures

101<sup>st</sup> Center for Leadership  
230 W. 3<sup>rd</sup> Ave.  
Escondido, CA 92025

FROM

**QUALITY ACCEPTANCE CORP.**

P. O. Box 368  
Escondido, CA 92025  
(714) 745-7221

SUBJECT Renewal of 1981-82 license fees Date 4/7/81

MESSAGE We have renewed your 1981-82 license fees which are due on 5/16/81. Please remit \$131.00 and your tags will be mailed.

Inv # 5085633 Lic # CLS02 Ken

Signed *ll*

REPLY

car lease in May 279.53

Signed

Date / /

SEND PARTS 1 AND 3 WITH CARBON INTACT - PART 3 WILL BE RETURNED WITH REPLY

04-E45843

CONFIDENTIAL

CLS-00005444

# Ken Blanchard Billing for Materials

Date	#	price	name of instrument or materials
		224091	Previous Balance Due
4-1	300	22500	LEAD Other
4-1	300	22500	LEAD Scoring
4-10	100	7500	SL Summary
4-17	100	7500	Maturity Style Match - Manager
4-17	100	7500	Maturity Style Match - Staff
4-17	100	7500	Power Summary
4-21	100	7500	LEAD Self
4-21	100	7500	LEAD Other
4-21	100	7500	LEAD Scoring
4-27	100	7500	LEAD Other
4-27	100	7500	Maturity Style Match - Manager
4-27	100	7500	Maturity Style Match - Staff
5-4	300	22500	LEAD Self
5-4	300	22500	LEAD Other
5-4	600	45000	LEAD Scoring
5-4	100	7500	Maturity Style Match - Manager
5-4	100	7500	Maturity Style Match - Staff
5-5	200	15000	Colored Charts
5-5	150	11250	Maturity Style Match - Manager
5-5	150	11250	Maturity Style Match - Staff
5-6	200	15000	LEAD Scoring
5-6	75	5625	Maturity Style Match - Staff
5-6	75	5625	Maturity Style Match - Manager
5-19	100	7500	Colored Charts
Total as of 5/20/81		520321	PAID 5/20/81

© WILSON JONES COMPANY C7206 GREEN 7206 BUFF

# Ken Blanchard

## Billing for Materials

Date	number	price	name of instrument
1-12	200	15000	LEAD Self
1-12	200	15000	LEAD Other
1-12	200	15000	LEAD Score
1-12	200	15000	Colored Chart
1-12	100	7500	POWER 6 pg handout
1-24	500	15000	LEAD Score
1-30	500	15000	Colored Chart
1-30	200	15000	Colored Chart
1-30	500	37500	LEAD Other
1-30	200	15000	LEAD Score
		165000	
	less	<u>125000</u>	PAID 1350.00 now from CLS 2/4/81
	Due from Adv.	300	
2-9	300	225	Colored Chart
2-9	200	150	LEAD Self
2-9	300	225	LEAD Other
2-9	400	300	LEAD Score
2-17	500	375	LEAD Score
2-17	500	375	LEAD Other
2-17	300	225	LEAD Self
2-17	300	225	LEAD Colored Chart
3-2	10	5990	Family Game Books
3-6	500	37500	LEAD Self
3-6	500	37500	LEAD Other
3-6	500	37500	LEAD Scoring
3-6	500	37500	LEAD Colored Chart
3-19	20	<u>11980</u>	Family Game Books
		407970	
		183899	paid PAID 4/1/81
		224071	Balance due